



Eliminating the cost and complexity of hardware controllers with cloud-based centralized management

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- Enterprise-class 802.11n wireless access points
- Centrally managed over the web
- Manages devices, applications, and users
- Easy to use, deploys in just 15 minutes

Enterprise WLAN: Meraki vs. Cisco



Meraki 802.11n APs managed over the web via Meraki's Enterprise Cloud Controller

- Centralized, network-wide management via cloud-based controller (no on-site controller hardware)
- Geographically redundant, highly available Cloud Controller
- ► User data does not flow through controller no end-user impact if connection to the cloud is lost
- Configure networks over the web without on-site IT



Cisco 802.11n APs managed through on-site controllers and appliances.

- Management via hardware controller and WCS overlay software. Location services requires mobility applicance.
- Backup controller required for high availability.
- Controllers are a single point of failure and can govern total network capacity.
- Controller configuration requires trained, on-site staff

Meraki WLAN Product Line



Meraki Cloud Controller, high performance indoor and rugged outdoor 802.11n access points up to 900 Mbps.

Cisco WLAN Product Line



Cisco controller, high performance indoor and rugged outdoor 802.11n access points up to 600 Mbps.

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System Capabilities: Meraki vs. Cisco

	MERAKI	CISCO			
SCALABILITY	Expand coverage by simply adding APs — up to 10,000 per network. Cloud controller resources automatically scale to your network. No user traffic flows through the cloud, removing the bottleneck of a traditional controller.	Cisco controllers support a finite number of APs, so expanding coverage may require upgrading your controller. Controllers are a single point of failure and can be a performance bottleneck.			
REDUNDANCY	Built-in redundancy: the Cloud Controller is hosted in multiple data centers around the world, providing automatic failover. Your network continues to function even if connection to the Cloud Controller is lost.	Purchase and configure additional controllers to achieve redundancy. For a multi-site network, duplicate controllers are required at each site to achieve full redundancy, adding significant expense and management overhead.			
SPEED OF DEPLOYMENT	Meraki deployments take hours — not days or weeks. Configure your network policies in minutes, without training or certifications, through Meraki's intuitive dashboard. Plug and play APs then self-provision from the cloud.	Successful deployments often require weeks or months. Controller configuration requires specially trained, dedicated staff, often with expensive certification.			
MANAGEMENT	Meraki provides powerful control through an intuitive web-based dashboard. Create multiple SSIDs, enable 802.1x, and configure VLAN tagging or band steering with a single click. Intelligent UI design with contextual help eliminates the need for dedicated staff.	Command-line and GUI interfaces require significant system expertise. For example, Cisco requires manual configura- tion of dozens of RF optimization parameters. Learning new commands means sifting through hundreds of pages of the product manual.			
MULTI-SITE NETWORKS	Built-in multi-site management provides visibility and control over all of your networks and clients in one dashboard. Real-time web based troubleshooting tools enable fast remote helpdesk support without on-site IT.	Distributed networks require a controller at each site or slow and costly MPLS links that tunnel all traffic back to headquarters. Managing multi-controller networks requires additional overlay software (Cisco WCS), and multiple geographically diverse WCS platforms require the additional overlay of Cisco WCS Navigator.			
VISIBILITY & REPORTING	Event logs are searchable with a Google-like interface. View rich, auto-generated reports and network-wide event logs. Client fingerprinting lets you identify a client simply by typing a full or partial name, IP, or OS, and hitting "Search".	Client search limited to user name, MAC, or IP address. No client or application fingerprinting. Additional overlay-on-top- of-overlay appliance, WCS Navigator, required to monitor multi-site deployments.			
APPLICATION TRAFFIC SHAPING	Layer 7 traffic analysis reveals usage by device fingerprint (client name, OS, device type, and more), application, or application class. Prioritize business-critical application types. Limit undesirable or recreational traffic activity.	Cisco VideoStream helps prioritize critical video streams but does not prioritize other mission-critical traffic. No applica- tion specific de-prioritization, throttling, or fingerprinting.			
MAINTENANCE & UPGRADES	Support and maintenance included. Firmware upgrades and new features are automatically pushed to customer networks at no extra cost.	Firmware and software upgrades done manually by administrator, requiring patch management and increasing potential for user error and unplanned downtime.			

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Meraki Integrated Services: Traffic Shaping, NAC, and Location Services

Meraki's cloud-based system integrates features that increase network control and security for the new generation of open enterprise networks. Traditionally requiring point solutions, these features are included without adding cost or complexity:

• Meraki Layer-7 Application-Aware Traffic Shaping reveals precise application usage and lets administrators prioritize traffic accordingly, e.g. throttling P2P while prioritizing VoIP. Cisco requires third-party hardware for traffic shaping.

• Meraki NAC blocks clients with insufficient antivirus protection. Deployed with one click, Meraki NAC bolsters network security without hardware appliances, installed client software, or complex VLAN configurations. Guest access is also completely integrated and requires no additional license or hardware. Cisco offers a NAC solution requiring a client agent, three servers, and a manager appliance.



Meraki Traffic Shaper Dashboard

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• Meraki Client Location Services allows administrators to locate mobile wireless clients quickly and easily on a custom floor plan or on Google Maps. Client Loca-

tion Services is integrated seamlessly with Meraki's Client Fingerprinting technology, which enables administrators to identify clients by device name, operating system, etc. Cisco offers a location service that requires additional Cisco Context-Aware Software.

Meraki vs. Cisco: Teleworker VPN

Meraki offers a Teleworker VPN solution that enables teleworkers, executives, and small branch offices to access corporate network resources (PBX, file servers, etc.) from an internet-connected AP. Meraki's solution is integrated and available with all Meraki AP models, without added licenses, at no additional charge. APs automatically connect to a virtual concentrator at headquarters - no provisioning is required.

Cisco's dedicated, bolt-on VPN solution requires specific OfficeExtend access points that are only compatible with one controller. The controller must have an additional license, WPLUS. Each access point must be provisioned in advance by the administrator through a cumbersome process in WCS.

Overlay Management Systems vs. Deep Management Integration

Cisco controllers are managed through a command line interface or by overlaying Cisco's optional Wireless Control System (WCS). For enhanced scalability, manageability, and visibility of large-scale deployments, Cisco offers an additional overlay solution, the WCS Navigator, which it calls "a manager of managers." Thus, Cisco's solution necessitates three layers of management: the APs are managed by the controllers, the controllers are managed by WCS, and multiple WCS's are managed by WCS Navigator.

In contrast, Meraki's solution was built from the ground up for cloud management. Multi-site networks are managed from a single pane of glass, the web-based Meraki dashboard. Deeply integrated cloud-based tools, monitoring, and visibility provide seamless centralized management to networks of any size. No additional overlay or optional software is required - cloud management is built-in.

Enterprise Feature	Meraki	Cisco
WPA2-Enterprise with 802.1x Authentication	\checkmark	\checkmark
VLAN tagging, guest access	\checkmark	\checkmark
QoS for Voice, Video	\checkmark	\checkmark
Automatic RF optimization	\checkmark	\checkmark
Spectrum analysis	\checkmark	\checkmark
Mesh networking	\checkmark	\checkmark
Rogue AP Detection and location	\checkmark	\checkmark
Integrated stateful policy firewall	\checkmark	
Layer-7 traffic shaping and application firewall	\checkmark	
Built in Network Access Control (NAC)	\checkmark	
Integrated client location tracking	\checkmark	
Zero-configuration virtual branch networks	\checkmark	
Built-in multi-site management	\checkmark	
Google maps integration	\checkmark	
3-stream access points	\checkmark	

EPIC Management upgrades from Cisco to Meraki to prepare for healthcare EMR system



"Meraki provided a future-proof solution that passed our rigorous wireless requirements while providing superior value over our legacy Cisco system."

- Marshall Veerkamp, Senior VP and CIO, EPIC Management, L.P.

The Myth of the "Cisco Shop"

Secure, robust, easily manageable wireless network required for EMR system to support over 170 physicians across 20 medical facilities.

Legacy Cisco system was difficult to manage, featured poor connectivity, and did not meet best practices for encryption.

▶ EPIC deployed 120 Meraki access points within a few after-hours sessions, providing high-performance seamless coverage across 20 locations almost overnight.

▶ 802.1X RADIUS authentication, VLAN tagging, and virtual guest isolation protect sensitive patient information and ensure HIPAA compliance.

• Meraki Enterprise Cloud Controller empowers one remote help desk to solve client issues across all locations.

Physicians use handheld tablets to retrieve patient records, update prescriptions, view lab results, and monitor patient status, thus improving efficiency and quality of patient care.

If you already have a Cisco wired network, Meraki's high-performance wireless network is an ideal solution that provides easy deployment and manageability. Meraki integrates seamlessly with Cisco routers, switches, and other wired components, while simultaneously eliminating the complexity of hardware controllers. Many Meraki customers have successfully deployed Meraki wireless in an environment with Cisco wired components, thereby benefiting from Meraki's intuitive cloud-based management.

Meraki vs. Cisco: 5-Year Cost Comparison

Single site deployment with 40 APs

Ten site deployment with 10 APs at each site

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	Cisco (BASIC)	Cisco (REDUNDANT, WITH FULL MANAGEMENT)	Meraki (Redundant, with Full Management)		Cisco (BASIC)	Cisco (REDUNDANT, WITH FULL MANAGEMENT)	Meraki (Redundant, With Full Management)
Access Points	39,800	39,800	25,960	Access Points	99,500	99,500	64,900
Controller	22,495	22,495	18,000	Controller	219,900	219,900	45,000
Redundant Controller	-	22,495	(incl.)	Redundant Controller	-	219,900	(incl.)
Graphical Mgmt Interface	3,995	3,995	(incl.)	Graphical Mgmt Interface	39,950	39,950	(incl.)
Support and Maintenance	31,380	40,378	(incl.)	Support and Maintenance	111,920	155,900	(incl.)
				Multi-site Management	-	41,027	(incl)
Total Cost (USD)	\$97,670	\$129,163	\$43,960	Total Cost (USD)	\$471,270	\$776,177	\$109,900
Total after 30% discount	\$68,396	\$90,414	\$30,772	Total after 30% discount	\$329,889	\$543,324	\$76,930

* Cisco prices do not include dedicated staff, training, or management overhead. All prices list, USD. Cisco prices assume Ciscoo 1140 series access points, 5508 series controller, Wireless Control System, WCS Navigator for multi-site management, and 5 year support licenses. Cisco prices do not include server hardware to run WCS. Meraki prices assume Meraki MR16 access points and 5-year Cloud Controller Enterprise license. Meraki's cloud-managed solution requires no on-site controller and no per-feature licenses, and it includes maintenance, support, and lifetime hardware warranty.